

2/1/86

		advert & merchand		selling & delivery					
quarter 12/31/85	net sales	amount	%	amount	%	admin	%	r & d	total
u.s.	139250	13128	9.43	8766	6.30	2881	2.07	390	25165
-market development		6715	4.82						6715
canada	21102	1698	8.05	1854	8.79	351	1.66	243	4146
u.k.	26569	3816	14.36	1356	5.10	245	0.92	316	5733
germany	58180	2492	4.28	1611	2.77	704	1.21	0	4807
northern europe	40654	1931	4.75	2389	5.88	1138	2.80	0	5458
france	8684	902	10.39	520	5.99	352	4.05	0	1774
italy	18924	1053	5.56	944	4.99	413	2.18	-89	2321
cel basel	12834	-14	-0.11	172	1.34	354	2.76	5694	6206
australia	12986	1356	10.44	1004	7.73	285	2.19	0	2645
subtotal -non-u.s.	199933	13234	6.62	9850	4.93	3842	1.92	6164	33090
corporate	44					3028		4461	7489
total	339227	33077	9.75	18616	5.49	9751	2.87	11015	72459

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		advert & merchand		selling & delivery					
6 months 12/31/85	net sales	amount	%	amount	%	admin	%	r & d	total
u.s.	212916	20526	9.64	14621	6.87	5610	2.63	722	41479
-market development		9297	4.37						9297
canada	31715	2075	6.54	2800	8.83	632	1.99	393	5900
u.k.	39687	5561	14.01	2765	6.97	609	1.53	510	9445
germany	81183	4199	5.17	2762	3.40	1189	1.46	0	8150
northern europe	57536	3092	5.37	4069	7.07	1999	3.47	0	9160
france	10694	1418	13.26	755	7.06	509	4.76	0	2682
italy	27319	1828	6.69	1297	4.75	772	2.83	0	3897
cel base1	18238	1436	7.87	462	2.53	598	3.28	15291	17787
australia	19058	1977	10.37	2365	12.41	526	2.76	0	4868
subtotal -non-u.s.	285430	21586	7.56	17275	6.05	6834	2.39	16194	61889
corporate	100					5962		9412	15374
total	498446	51409	10.31	31896	6.40	18406	3.69	26328	128039

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